

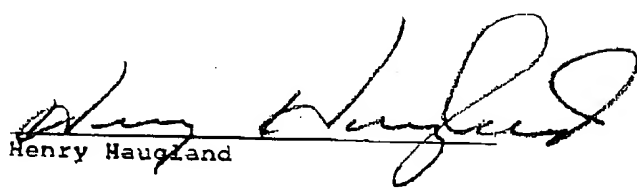


5. That, I have conducted comparative tests comparing the response rates received when utilizing the name of the contact in the Uniform Resource Locator as claimed in the above-identified application with the response rate received when the name was not so used;
6. That in one test, for example, I created two test cell derived from a list of 20,000 names with names randomly assigned to either test cell "A" or test cell "B". The cell "A" URL's were of the form www.firstname.lastname.niku.net. The cell "B" URL's were of the form www.info.niku.net.
7. That when this test was conducted, the click through rate for members of the type "A" cell was 16% (where the name of the contact was used) whereas the click through rate for members of cell "B" was only 1.5%.
8. That thus, the response rate using the contacts name as required in the claims in the above-identified application was more than ten times better than the response rate when the contact name was not utilized.
9. That thus, the use of the claimed invention results in a ten-fold increase over the "one percent (1%) response rate... considered a

success" (column 2, line 2) as taught by the  
Shane reference.

And further deponent sayith not.

I hereby declare that all statements made herein of my  
own knowledge are true and that all statements made on  
information and belief are believed to be true; and further  
that these statements were made with the knowledge that  
willful false statements and the like so made are punishable  
by fine or imprisonment, or both, under Section 1001 of Title  
18 of the United States Code and that such willful false  
statements may jeopardize the validity of the application or  
any patent issued thereon.

  
Henry Haugland

10/4/05